

# Awet Banks-Hagos

SOLUTION ARCHITECT &  
TECHNICAL PROGRAM  
MANAGER

## PHILOSOPHY

- 01 Push every shiny button
- 02 Learn just enough to build what you need
- 03 Take big risks — and don't hide your losses

## SKILLS

Microsoft Power Platform  
Azure (Logic Apps, Container Apps)  
AI-Assisted Development  
T-SQL, DAX, Python  
Security & Compliance

## SOFT SKILLS

- Concise Communication
- Stakeholder Alignment
- Simplifying Complexity
- Mentoring & Coaching

## CONTACT

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## ABOUT

Solution architect with 10+ years building data platforms and automation at Microsoft. I design event-driven systems on Azure and the Power Platform that remove manual work — **2,700+ hours automated per year** across current production solutions, with **60%+ of shipped code AI-assisted**.

## EDUCATION & CERTIFICATIONS

### California State University, Northridge

B.S., Business Information Systems

### AI + CI Foundations Certified Badging — Microsoft

AI + Continuous Improvement practices; Copilot agent development; DIVE framework

## EXPERIENCE

### Microsoft

2025 – Present

#### *Solution Architect & Technical Program Manager*

- Architected an event-driven regulatory reporting platform on Azure Logic Apps, Container Apps, and Dataverse. Cut manual government reporting from **20% to <1%** and sustained a **99.45% SLA** for French government partners.
- Expanded the platform to South Korea and Germany with **zero code changes** — new countries, agencies, and file formats onboard through configuration tables, not development work.
- Delivered a root-cause-analysis and corrective-action platform with approval workflows, star-schema Power BI reporting, and Federal / Non-Federal data isolation. Stakeholders rated it **5/5 in 20 of 20** survey responses across 6 demo cycles.
- Shipped a self-service intake tool adopted as the enterprise default for launch planning. Cut plan-phase cycle time by 2 days — contributing to a **~50% reduction** in total launch cycle time — and returned **120 planner hours per year**.
- Resolved **15+ production issues** reported by stakeholders, most within hours. Diagnosed and deployed 4 production fixes in a single release, including a concurrency race condition and a failure spanning 16 workflows.
- Scaled AI-assisted development **7x in five months**, from 50M to 350M+ tokens per month — **60%+ of shipped code AI-assisted**.
- Secured every solution with row-level security, automatic Entra ID provisioning, and Managed Identity with Key Vault — **zero credentials in code**. Migrated all container traffic to a static IP via NAT Gateway and VNet, deployed as infrastructure as code.

### Microsoft

2017 – 2025

#### *Data Analytics Lead / Product Manager*

- Designed the deal-quality metric adopted as the standard across a **\$99B** volume-licensing business; shipped the org's first partner-facing self-serve quality reporting (**\$5.9B** partner scope, row-level secured).
- Migrated 6 legacy data marts to Microsoft Fabric + Azure SQL serverless — saved **250+ hours/week**, cut compute costs **50%**, and raised data accuracy from 70% to 95%.
- Automated deployment-safety-board operations (**900+ hours/year saved**, admin time down **83%**) and rebuilt engineering intake, cutting request turnaround from **15 days to 7**.

### Point B Consulting

2016 – 2017

#### *Sr. Business Analyst*

- Implemented an enterprise BI platform supporting Microsoft's 3rd-Party OEM channel — led acceptance testing and requirements for **50+ reports** used by **150+ users**.
- Developed SQL queries, designed report visualizations, and delivered technical training.